

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SS-15
NSC-05 PRS-01 /054 W
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FM AMEMBASSY LONDON
TO SECSTATE WASHDC 2691
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E.O. 11652: N/A

TAGS: EAIR, UK, ETRD, XT

SUBJECT: CIVAIR: BRITISH AIRWAYS OFFERED NEW BAC 111;
FRANCE AND FRG READY TO GO IT ALONE

REF: LONDON 20252 (NOTAL)

1. ACCORDING TO FLIGHT INTERNATIONAL OF JAN. 28 THE
BRITISH AEROSPACE (BA) CONTENDER FOR BRITISH AIRWAYS'
PLANNED BUY OF TWENTY 120-SEAT AIRCRAFT WILL BE THE
BAC 111-600. THIS NEW AIRCRAFT WILL COMBINE THE
BAC 111-500 FUSELAGE WITH A HIGH-LIFT WING AND ACOUSTIC-
LINED EJECTOR SILENCERS FOR AN IMPROVED, LONGER-LIFED
SPEY ENGINE. THE IMPROVEMENTS ARE ALREADY UNDER
DEVELOPMENT.

2. IN MORE GENERAL ARTICLE ON FUTURE OF EUROPEAN COMMER-
CIAL AIRCRAFT MANUFACTURING INDUSTRY, ARTHUR REED,
AVIATION CORRESPONDENT OF THE TIMES, REPORTED ON JAN. 31
THAT HIS CONTACTS ON THE CONTINENT CLAIM FRANCE AND
WEST GERMANY ARE READY TO GO AHEAD WITHOUT BRITAIN, IF
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NECESSARY. THEIR FIRST PROJECTS WOULD BE THE B-10
(THE 220-SEAT VERSION OF THE AIRBUS) AND AN ENTIRELY
NEW MEDIUM-RANGE AIRLINER OF ABOUT 150 SEATS (THE "JET")
THESE CONTACTS POINT TO AIRBUS EXPERIENCE AS EVIDENCE
THAT SALES OUTSIDE THE US AND WESTERN EUROPE ARE ALREADY
SIGNIFICANT, AND ARGUE THAT THEY ARE LIKELY TO EXPAND
RAPIDLY IN CONTRAST TO A RATHER STAGNANT US AND EUROPEAN

MARKET, LEADING TO THE CONCLUSION THAT AN AIRCRAFT CAN
BE A FINANCIAL SUCCESS EVEN IF IT HAS NO SALES IN THE
US OR UK. (COMPLETE TEXT BEING FORWARDED TO EB/AVP.)
COMMENT: OF COURSE, FRENCH AT LEAST ARE TRYING TO
WEAKEN BRITISH INSISTENCE ON LEAD ROLE IN RETURN FOR BA
PARTICIPATION IN 150-SEAT PROJECT. REED NOTES THAT BA
ALSO HAS BEFORE IT AN ATTRACTIVE AMERICAN OFFER FOR
PARTICIPATION IN A COMPETING AIRCRAFT. BREWSTER

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NNN

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